

ADAM BOUKA, Bar No. 322388
abouka@littler.com
LITTLER MENDELSON, P.C.
333 Bush Street
34th Floor
San Francisco, California 94104
Telephone: 415.433.1940
Facsimile: 415.399.8490

Paul D. Ziel, Bar No. 7497 (Idaho) (Pro Hac Vice)
paul@murrayziel.com
770 S. Woodruff Avenue
Idaho Falls, Idaho 83401
Telephone: 208.528.4188
Facsimile: 208.524.2051

Attorneys for Defendants Glenwood Smoked
Products, Inc., Mitch Scott, and Clark Scott.

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
SAN FRANCISCO DIVISION

BLEND, LLC, a California limited liability
company,

Plaintiff,

v.

GLENWOOD SMOKED PRODUCTS,
INC., an Idaho corporation, GLENWOOD
SNACKS, LLC, an Idaho limited liability
company, MITCH SCOTT, an individual,
CLARK SCOTT, an individual, KOLBAN
SCOTT, an individual, SCOTT
ZABRISKIE, an individual, and DANIEL
HALLER, an individual,

Defendants.

Case No. 4:19-cv-03834-DMR

**DEFENDANT GLENWOOD SMOKED
PRODUCTS, INC.'S SUPPLEMENTAL
RESPONSE TO PLAINTIFF
BLEND, LLC'S REQUESTS FOR
PRODUCTION, SET ONE**

PROPOUNDING PARTY: PLAINTIFF, BLEND, LLC

RESPONDING PARTY: DEFENDANT, GLENWOOD SMOKED PRODUCTS, INC.

SET NO.: FIRST SUPPLEMENTAL SET ONE (1)

1 TO PLAINTIFF AND ITS ATTORNEYS OF RECORD:

2 Defendant GLENWOOD SMOKED PRODUCTS, INC. ("Defendant") hereby
3 answers, objects, and otherwise responds to Plaintiff's Request for Production of Documents, Set
4 One as follows:

5 **DEFENDANT'S PRELIMINARY STATEMENT**

6 Defendant has not completed its investigation relating to this action, has not
7 completed discovery in this action, and has not completed preparation for trial. As discovery
8 proceeds, facts, information, evidence, documents and things may be discovered that are not set forth
9 in these responses, but which may have been responsive to Plaintiff's Request. The following
10 responses are based on Defendant's knowledge, information and belief at this time and are complete
11 as to Defendant's best knowledge at this time. Defendant assumes no obligation to voluntarily
12 supplement or amend these responses to reflect information, evidence, documents or things
13 discovered following service of these responses. Furthermore, these responses were prepared based
14 on Defendant's good faith interpretation and understanding of the individual Requests and are
15 subject to correction for inadvertent errors or omissions, if any. These responses are given without
16 prejudice to subsequent revision or supplementation based upon any information, evidence and
17 documentation that hereinafter may be discovered. Defendant reserves the right to refer to, to
18 conduct discovery with reference to, or to offer into evidence at the time of trial, any and all facts,
19 evidence, documents and things developed during the course of discovery and trial preparation,
20 notwithstanding the reference to facts, evidence, documents and things in these responses.

21 To the extent that any Request seeks documents that are also sought by or identified
22 pursuant to any other Request, Defendant declines to produce or identify multiple copies of such
23 documents, and states that each document produced or identified pursuant to any Request is also
24 produced pursuant to every other Request to which it is or may be responsive.

25 To the extent that any Request seeks documents that have already been produced, or
26 which have been identified as exhibits to any depositions in this action, Defendant declines to
27 produce or identify such documents.
28

1 To the extent that any Request seeks documents that are protected by the attorney-
 2 client privilege and/or attorney work product doctrine, or any other applicable privilege or immunity,
 3 Defendant declines to produce such documents, which would include and would not be limited to:

4 All documents that constitute or record correspondence or other communications
 5 between counsel for Defendant or its agents or employees and Defendant or its agents or employees
 6 regarding this action;

7 All documents prepared for use in this litigation including notes, memoranda, draft
 8 pleadings and correspondence prepared by, at the direction of, or for review by counsel for
 9 Defendant; and

10 All documents that constitute or record correspondence or other communications
 11 between Defendant and counsel for Defendant regarding this action.

12 **DEFENDANT'S GENERAL OBJECTIONS TO PLAINTIFF'S**

13 **REQUEST FOR PRODUCTION OF DOCUMENTS**

14 Defendant objects to Plaintiff's Request in its entirety to the extent that it seeks
 15 documents that are not relevant to the subject matter of this litigation and are not reasonably
 16 calculated to lead to the discovery of admissible evidence.

17 Defendant objects to Plaintiff's Request in its entirety to the extent that it calls for the
 18 production of documents that are protected from disclosure by the attorney-client privilege and/or
 19 work product doctrine, and/or any other applicable privilege or immunity.

20 Defendant objects to Plaintiff's Request in its entirety to the extent that it is overly
 21 broad and requires Defendant to make an unreasonable and unduly burdensome investigation.

22 Defendant objects to Plaintiff's Request in its entirety to the extent that it seeks
 23 documents, the disclosure of which would constitute an unwarranted invasion of the affected
 24 persons' constitutional, statutory and/or common-law rights of privacy and confidentiality.

25 Defendant objects to this Request in its entirety to the extent that it seeks private,
 26 privileged, and confidential commercial, financial, and/or proprietary business information.
 27
 28

1 All General Objections are incorporated by reference into each Response as though
2 set forth in full therein.

3 **DEFENDANT'S OBJECTIONS AND RESPONSES TO PLAINTIFF'S**

4 **INTERROGATORIES**

5 **INTERROGATORY NO 1:** Identify each of YOUR current or former officers, directors,
6 and/or employees (by name, title, and duties) who transitioned from YOUR employment to
7 GLENWOOD SNACKS' employment.

8 **ANSWER TO INTERROGATORY NO. 1:** Defendant incorporates its General
9 Objections as though set forth fully herein. Defendant also objects to this Request on the grounds
10 that it is vague and ambiguous as to "related to ingredient statements." Defendant further objects to
11 this Request on the grounds that it is unduly burdensome and oppressive. Defendant further objects
12 to this Request on the grounds that it seeks information that is not relevant to the subject matter of
13 this litigation and is not reasonably calculated to lead to the discovery of admissible evidence.
14 Defendant further objects to this Request on the grounds that it seeks private, privileged, and
15 confidential commercial, financial, and/or proprietary business information.
16 Subject to and without in any way waiving the foregoing objections, and to the extent it understands
17 this Request, Defendant responds as follows: All Employees marked "IF" are employees that
18 transferred to Glenwood Snack. See the attached documents with Bates numbers 4596-4601.

19 **INTERROGATORY NO 16:** State YOUR costs for the ingredients used to fulfill each
20 purchase order for JERKY PRODUCTS.

21 **ANSWER TO INTERROGATORY NO. 16:** Defendant incorporates its General
22 Objections as though set forth fully herein. Defendant also objects to this Request on the grounds
23 that it is vague and ambiguous as to "related to ingredient statements." Defendant further objects to
24 this Request on the grounds that it is unduly burdensome and oppressive. Defendant further objects
25 to this Request on the grounds that it seeks information that is not relevant to the subject matter of
26 this litigation and is not reasonably calculated to lead to the discovery of admissible evidence.
27
28

1 Defendant further objects to this Request on the grounds that it seeks private, privileged, and
2 confidential commercial, financial, and/or proprietary business information.

3 Subject to and without in any way waiving the foregoing objections, and to the extent it understands
4 this Request, Defendant responds as follows: See the attached documents with Bates numbers 4602-
5 4610.

6
7 Dated: January 30, 2020.

A handwritten signature in blue ink, appearing to read "Paul Ziel", is written over a horizontal line.

8
9
10 PAUL D. ZIEL
11 MURRAY, ZIEL, & JOHNSTON, PLLC
12 Attorney for Defendants
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28

PROOF OF SERVICESTATE OF IDAHO, COUNTY OF BONNEVILLE

Blend, LLC v. Glenwood Smoked Products, Inc., et al.
USDC Case No. 4:19-cv-03834-DMR

At the time of service, I was over 18 years of age and **not a party to this action**. I am employed in the County of Bonneville, State of Idaho. My business address is 770 S. Woodruff Ave., Idaho Falls, Idaho, 83401. I am presently admitted in that State of California to practice law, under the supervision of Adam Bouka, business address, 333 Bush Street, 34th Floor, San Francisco, California 94104.

On January 30, 2020, I served true copies of the following document(s) described as:

**DEFENDANT GLENWOOD SMOKED PRODUCTS, INC.'S SUPPLEMENTAL
 RESPONSE TO PLAINTIFF BLEND, LLC'S REQUESTS FOR PRODUCTION, SET ONE;**

on the interested parties in this action as follows:

Adam Bouka, Esq.
 Littler Mendelson, P.C.
 333 Bush Street, 34th Floor
 San Francisco, CA 94104
 Email: abouska@littler.com

Counsel for Glenwood Smoked Products,
 Inc., Mitch Scott and Clark Scott

Jeffrey D. Hosking, Esq.
 Jason B. Shane, Esq.
 McCaffery Hosking LLP
 1777 Botelho Dr., Suite 360
 Walnut Creek, CA 94596-5084
 Email: jdh@mhfirm.law
 Email: jbs@mhfirm.law

Counsel for Glenwood Snacks, LLC
 Daniel Haller, Scott Zabriskie

Christopher Van Gundy
 Abby H. Meyer
 Sheppard, Mullin, Richter & Hampton, LLP
 Four Embarcadero Center, 17th Floor
 San Francisco, CA 94111
 Email: CVanGundy@sheppardmullin.com
 Email: ameyer@sheppardmullin.com

Counsel for Blend, LLC

[] BY MAIL. I enclosed the document(s) in a sealed envelope or package addressed to the persons at the address listed in the Service List and place the envelope for collection and mailing, following our ordinary business practices. I am readily familiar with the firm's practice for collecting and processing correspondence for mailing. On the same day that correspondence is placed for collection and mailing, it is deposited in the ordinary course of business with the United State Postal Service, in a sealed envelope with postage fully repaid. I am a residence in the county where the mailing occurred.

[x] BY E-MAIL OR ELECTRONIC TRANSMISSION. I caused a copy of the document(s) to be sent from email address paul@murrayziel.com to the persons at the e-mail addresses listed in the Service List. I did not receive within a reasonable time after the transmission, any

1 electronic message other than indication that the transmission was unsuccessful.

2 I declare under penalty of perjury under the laws of the United State of America that the
3 foregoing is true and correct and that I am a supervised employee in the office of a member of the bar of
4 this Court at whose direction the service was made.

5 Executed on January 30, 2020 at Idaho Falls, Idaho.



6 PAUL D. ZIEL
7 MURRAY, ZIEL, & JOHNSTON, PLLC
8 Attorney for Defendants
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28

9:47 AM
12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
 December 18 - 31, 2017

Source Name	Date
Alvarado, Luis M.	12/22/2017
Alvarado, Luis M.	12/22/2017
Total Alvarado, Luis M.	
Anderson, Bryce L.	12/22/2017
Anderson, Bryce L.	12/22/2017
Total Anderson, Bryce L.	
Arvizu-Perez, Claudia	12/22/2017
Arvizu-Perez, Claudia	12/22/2017
Total Arvizu-Perez, Claudia	
Bair, Terry D	12/22/2017
Bair, Terry D	12/22/2017
Total Bair, Terry D	
Barragan-Hernandez, Maria-Cruz	12/22/2017
Barragan-Hernandez, Maria-Cruz	12/22/2017
Total Barragan-Hernandez, Maria-Cruz	
Bueno, Lorena R.	12/22/2017
Bueno, Lorena R.	12/22/2017
Total Bueno, Lorena R.	
Carranza, Billi-Jean	12/22/2017
Carranza, Billi-Jean	12/22/2017
Total Carranza, Billi-Jean	
Carrasco-Alcantar, Maria	12/22/2017
Carrasco-Alcantar, Maria	12/22/2017
Total Carrasco-Alcantar, Maria	
Cervantes, Maria G.	12/22/2017
Cervantes, Maria G.	12/22/2017
Total Cervantes, Maria G.	
Chavez-Garcia, Angelica G.	12/22/2017
Chavez-Garcia, Angelica G.	12/22/2017
Total Chavez-Garcia, Angelica G.	

9:47 AM
12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
 December 18 - 31, 2017

Source Name	Date
Chavez, Julia	12/22/2017
Chavez, Julia	12/22/2017
Total Chavez, Julia	
Conica, Elwood H	
Conica, Elwood H	12/22/2017
Conica, Elwood H	12/22/2017
Total Conica, Elwood H	
Corrales, Maria	
Corrales, Maria	12/22/2017
Corrales, Maria	12/22/2017
Total Corrales, Maria	
Cruz, Luis	
Cruz, Luis	12/22/2017
Cruz, Luis	12/22/2017
Total Cruz, Luis	
Flores, Anselmo	
Flores, Anselmo	12/22/2017
Flores, Anselmo	12/22/2017
Total Flores, Anselmo	
Flores, Raymundo	
Flores, Raymundo	12/22/2017
Flores, Raymundo	12/22/2017
Total Flores, Raymundo	
Garcia, Logan K.	
Garcia, Logan K.	12/22/2017
Garcia, Logan K.	12/22/2017
Total Garcia, Logan K.	
Gardner, Tonya L.	
Gardner, Tonya L.	12/22/2017
Gardner, Tonya L.	12/22/2017
Total Gardner, Tonya L.	
Gonzalez, Epitacia	
Gonzalez, Epitacia	12/22/2017
Gonzalez, Epitacia	12/22/2017
Total Gonzalez, Epitacia	
Gonzalez, Maria C.	
Gonzalez, Maria C.	12/22/2017
Gonzalez, Maria C.	12/22/2017
Total Gonzalez, Maria C.	

004597

9:47 AM
12/30/19

Glenwood Smoked Products, Inc. Employee State Taxes Detail December 18 - 31, 2017

Source Name	Date
Salas-Mosqueda, Norma-Leticia	12/22/2017
Salas-Mosqueda, Norma-Leticia	12/22/2017
Total Salas-Mosqueda, Norma-Leticia	
Salazar-Osorio, Ricardo	12/22/2017
Salazar-Osorio, Ricardo	12/22/2017
Total Salazar-Osorio, Ricardo	
Salmeron, Bartolo	12/22/2017
Salmeron, Bartolo	12/22/2017
Total Salmeron, Bartolo	
Santana-Gonzalez, Nuvia S.	12/22/2017
Santana-Gonzalez, Nuvia S.	12/22/2017
Total Santana-Gonzalez, Nuvia S.	
Scott, Kolban C	12/22/2017
Scott, Kolban C	12/22/2017
Scott, Kolban C	12/22/2017
Scott, Kolban C	12/22/2017
Total Scott, Kolban C	
Silvas, Javier L	12/22/2017
Silvas, Javier L	12/22/2017
Total Silvas, Javier L	
Tew, Carrie L	12/22/2017
Tew, Carrie L	12/22/2017
Total Tew, Carrie L	
Thomas, Jeffrey D.	12/22/2017
Thomas, Jeffrey D.	12/22/2017
Total Thomas, Jeffrey D.	
Torres-Bonilla, Maribel	12/22/2017
Torres-Bonilla, Maribel	12/22/2017
Total Torres-Bonilla, Maribel	

9:47 AM
12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
 December 18 - 31, 2017

Source Name	Date
Haro, Rosio-de-Lurdes	12/22/2017
Haro, Rosio-de-Lurdes	12/22/2017
Total Haro, Rosio-de-Lurdes	
Hernandez, Leonardo	12/22/2017
Hernandez, Leonardo	12/22/2017
Total Hernandez, Leonardo	
Jackson, Kobe D.	12/22/2017
Jackson, Kobe D.	12/22/2017
Jackson, Kobe D.	12/22/2017
Total Jackson, Kobe D.	
John, Brian L.	12/22/2017
John, Brian L.	12/22/2017
John, Brian L.	12/22/2017
John, Brian L.	12/22/2017
Total John, Brian L.	
Jones, Nathan H.	12/22/2017
Jones, Nathan H.	12/22/2017
Total Jones, Nathan H.	
Lopez-Arellanes, Viviana-Aurora	12/22/2017
Lopez-Arellanes, Viviana-Aurora	12/22/2017
Total Lopez-Arellanes, Viviana-Aurora	
Matson, Benjamin M.	12/22/2017
Matson, Benjamin M.	12/22/2017
Total Matson, Benjamin M.	
McBride, Andrew M	12/22/2017
McBride, Andrew M	12/22/2017
Total McBride, Andrew M	
Medina, Carolina	12/22/2017
Medina, Carolina	12/22/2017
Total Medina, Carolina	

9:47 AM

12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
 December 18 - 31, 2017

Source Name	Date
Moreno, Antonia	12/22/2017
Moreno, Antonia	12/22/2017
Total Moreno, Antonia	
Muir, Jade C.	12/22/2017
Muir, Jade C.	12/22/2017
Total Muir, Jade C.	
Ontiveros-Carranza, Adelaida	12/22/2017
Ontiveros-Carranza, Adelaida	12/22/2017
Total Ontiveros-Carranza, Adelaida	
Patino-De-Arreola, Reynalda	12/22/2017
Patino-De-Arreola, Reynalda	12/22/2017
Total Patino-De-Arreola, Reynalda	
Perez-Martinez, Adalina	12/22/2017
Perez-Martinez, Adalina	12/22/2017
Total Perez-Martinez, Adalina	
Ramirez, Claribel	12/22/2017
Ramirez, Claribel	12/22/2017
Total Ramirez, Claribel	
Ramos, Jessalynn M.	12/22/2017
Ramos, Jessalynn M.	12/22/2017
Total Ramos, Jessalynn M.	
Reeder, Rose	12/22/2017
Reeder, Rose	12/22/2017
Total Reeder, Rose	
Rogers, Blayne H.	12/22/2017
Rogers, Blayne H.	12/22/2017
Total Rogers, Blayne H.	
Rowberry, Jerry D.	12/22/2017
Rowberry, Jerry D.	12/22/2017
Total Rowberry, Jerry D.	

9:47 AM
12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

Source Name	Date
Villafana-Chavez, Griselda	
Villafana-Chavez, Griselda	12/22/2017
Villafana-Chavez, Griselda	12/22/2017
Total Villafana-Chavez, Griselda	
Yanez-Carrasco, Rafael	
Yanez-Carrasco, Rafael	12/22/2017
Yanez-Carrasco, Rafael	12/22/2017
Total Yanez-Carrasco, Rafael	
TOTAL	

SCOTT Zabriskie contract Lubon

Darrell Reeder maintenance I.F.

Clark Scott 5070 owner
Mitch Scott 5070 owner

All Natural Barbacoa Costing - Original 14.5 oz Bag

Cost of Beef per pound

13-Nov-17

100 lbs per batch

\$2.90

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$2.9000	100	2.00%	98	\$295.92	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$300.87	
Stage 2—Spice								
Brown Sugar	Amalgamated	13-Nov-17	\$0.420	22.00	0.50%	22.111	\$9.29	
Apple Juice	Motts	13-Nov-17	\$0.530	5.00	0.50%	5.025	\$2.66	
Lime Juice	Motts	26-Jun-15	\$0.890	3.33	0.50%	3.347	\$2.98	
Apple Cider Vinegar	Marukan	????????	\$0.440	6.67	0.50%	6.704	\$2.95	
Barbacoa Original G90174	Newly Wed	13-Nov-17	\$3.150	6.00	0.50%	6.030	\$18.99	
Salt	Sams		\$0.330	1.75	0.50%	1.759	\$0.58	
Water			\$0.000	13.50	0.50%	13.568	\$0.00	
Total Spice Cost			\$5.76	58.25		58.543	\$37.45	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						156.543	\$347.52	
Stage 3—Screening								
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						156.543	\$379.73	0.167
Stage 4—Cooked Product								
Smokehouse Yield	65.00%			63.7000		63.700	\$379.73	
TOTAL COOKED COST							\$3.80	Cost/lb.
Loss factor packaging stage				63.0630	1.00%	0.637	\$383.53	\$6.08
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$60.82	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
Total Packaging Cost							\$65.36	
TOTAL FINAL COST PER BAG							\$65.36	

COST PER 10 LB Bag

Freight \$0.00

14.5 oz pouch \$5.98

\$65.36

Cost per bag

\$7.50

Labor to pack \$0.25

Pouch

\$65.36

Label

Overhead

\$0.96

Sell price

\$8.66

Profit per 10 lb. bag

SZ

\$0.31

Total Cost

\$7.50

Net profit

\$1.16

13.36%

Grass Fed Barbacoa Costing - Carne Asada - 14.5 oz

Cost of Beef per pound

07-Jun-16

100 lbs per batch

\$3.80

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$3.8000	100	2.00%	98	\$387.76	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$392.71	
Stage 2—Spice								
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37	
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75	
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44	
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95	
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05	
Total Spice Cost			\$5.29	48.66		48.905	\$45.56	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						146.905	\$447.47	
Stage 3—Screening								
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						146.905	\$479.68	0.167
Stage 4—Cooked Product								
Smokehouse Yield		60.00%		58.8000		58.800		
TOTAL COOKED COST							\$479.68	
Loss factor packaging stage				58.2120	1.00%	0.588	\$4.80	Cost/lb.
							\$484.48	\$8.32
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$83.23	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
							\$87.77	
Total Packaging Cost								
TOTAL FINAL COST PER BAG							\$87.77	
Freight			\$0.00					
14.5 oz bag			\$8.11	\$87.77				
Labor to pack			\$0.25				\$232.08	\$9.17
Pouch				\$87.77				
Label							\$232.08	
Overhead			\$0.50					
Commission				\$122.20				
SZ			\$0.31				\$293.28	\$11.46
Total Cost			\$9.17	\$34.43				
Net profit							\$61.20	\$2.29
								19.95%

All Natural Barbacoa Costing - Carne Asada - 3 oz

Cost of Beef per pound

\$2.80

Rate/Hr

12.50

07-Jun-16		100 lbs per batch							
Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage	
100 Lean Meat			\$2.8000	100	2.00%	98	\$285.71	hours	
Labor (Slicing)				98			\$4.13	0.330	
Labor (QC per lb.)							\$0.00	0.000	
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066	
TOTAL MEAT						98	\$290.66		
Stage 2—Spice									
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37		
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75		
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44		
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95		
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05		
Total Spice Cost			\$5.29	48.66		48.905	\$45.56		
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670	
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066	
TOTAL STAGE 1 & 2						146.905	\$345.43		
Stage 3—Screening								hours	
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	2.08	
Labor (Smoke House Operator)							\$4.13	0.33	
Labor (Clean room, equipment)							\$2.09	0.167	
TOTAL STAGE 1, 2, & 3						146.905	\$377.64		
Stage 4—Cooked Product									
Smokehouse Yield		60.00%		58.8000		58.800			
TOTAL COOKED COST							\$377.64		
Loss factor packaging stage				58.2120	1.00%	0.588	\$3.78	Cost/lb.	
							\$381.41	\$6.55	
Stage 5—Final Product									
Packaging Materials:				10 lbs. per bag			\$65.52		
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00		
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11		
Labels			\$0.0005	5.0000			\$0.17		
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00		
Net Total							\$4.26		
Total Packaging Cost							\$70.07		
TOTAL FINAL COST PER BAG							\$70.07		
Freight			\$0.00						
COST PER 10 LB Bag									
3 oz bag			\$1.34	\$70.07		Cost per bag	\$232.08	\$1.70	
Labor to pack			\$0.19						
Pouch				\$70.07		Total	\$232.08		
Label									
Overhead			\$0.10						
Commission				\$122.20		Sell price	\$293.28	\$1.99	
SZ			\$0.07						
Total Cost			\$1.70	\$52.13		Net profit	\$61.20	\$0.29	
Profit per 10 lb. bag								14.82%	

Barbacoa Costing - Carne Asada - 14.5 oz

Cost of Beef per pound

20-Apr-16

100 lbs per batch

\$3.80

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$3.8000	100	2.00%	98	\$387.76	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$392.71	
Stage 2—Spice								
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37	
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75	
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44	
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95	
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05	
Total Spice Cost			\$5.29	48.66		48.905	\$45.56	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						146.905	\$447.47	
Stage 3—Screening								
Labor (Screening & Ready for Packaging) SC-20191							\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						146.905	\$479.68	0.167
Stage 4—Cooked Product								
Smokehouse Yield		60.00%		58.8000		58.800		
TOTAL COOKED COST							\$479.68	
Loss factor packaging stage				58.2120	1.00%	0.588	\$4.80	Cost/lb.
							\$484.48	\$8.32
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$83.23	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Haie	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
							\$87.77	
Total Packaging Cost								
TOTAL FINAL COST PER BAG							\$87.77	
Freight			\$0.00					
14.5 oz bag			\$1.68	\$87.77				
Labor to pack			\$0.19				\$232.08	\$2.03
Pouch				\$87.77				
Label							\$232.08	
Overhead			\$0.10					
Commission				\$122.20			\$293.28	\$2.39
SZ			\$0.07					
Total Cost			\$2.03	\$34.43			\$61.20	\$0.36
								15.12%
Profit per 10 lb. bag								

31-Aug-17

100 lbs per batch

\$1.45

Rate/Hr

12.50

004606

All Natural Barbacoa Costing - Original 14.5 oz Bag

Cost of Beef per pound

13-Nov-17

100 lbs per batch

\$2.90

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$2.9000	100	2.00%	98	\$295.92	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$300.87	
Stage 2—Spice								
Brown Sugar	Amalgamated	13-Nov-17	\$0.420	22.00	0.50%	22.111	\$9.29	
Apple Juice	Motts	13-Nov-17	\$0.530	5.00	0.50%	5.025	\$2.66	
Lime Juice	Motts	26-Jun-15	\$0.890	3.33	0.50%	3.347	\$2.98	
Apple Cider Vinegar	Marukan	????????	\$0.440	6.67	0.50%	6.704	\$2.95	
Barbacoa Original G90174	Newly Wed	13-Nov-17	\$3.150	6.00	0.50%	6.030	\$18.99	
Salt	Sams		\$0.330	1.75	0.50%	1.759	\$0.58	
Water			\$0.000	13.50	0.50%	13.568	\$0.00	
Total Spice Cost			\$5.76	58.25		58.543	\$37.45	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						156.543	\$347.52	
Stage 3—Screening								
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						156.543	\$379.73	0.167
Stage 4—Cooked Product								
Smokehouse Yield		65.00%		63.7000		63.700	\$379.73	
TOTAL COOKED COST							\$3.80	Cost/lb.
Loss factor packaging stage				63.0630	1.00%	0.637	\$383.53	\$6.08
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$60.82	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
Total Packaging Cost							\$65.36	
TOTAL FINAL COST PER BAG							\$65.36	
Freight			\$0.00					
14.5 oz pouch			\$5.98	\$65.36				
Labor to pack			\$0.25					Cost per bag
Pouch				\$65.36				\$7.05
Label								
Overhead			\$0.51					
S2			\$0.31					Sell price
Total Cost			\$7.05					\$8.66
Profit per 10 lb. bag								Net profit
								\$1.61
								18.56%

All Natural Barbacoa Costing - Sweet N Spicy Pork - 14.5 oz

Cost of Pork per pound

17-May-17

100 lbs per batch

\$1.45

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$1.4500	100	2.00%	98	\$147.96	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$152.91	
Stage 2—Spice								
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37	
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75	
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44	
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95	
Game Asada Spice Mix	Newly Wed	5-Apr-18	\$3.350	8.33	0.50%	8.372	\$28.05	
Total Spice Cost			\$5.29	48.66		48.905	\$45.56	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						146.905	\$207.67	
Stage 3—Screening								
Labor (Screening & Ready for Packaging) SC-20191							\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.167
TOTAL STAGE 1, 2, & 3						146.905	\$239.88	
Stage 4—Cooked Product								
Smokehouse Yield			70.00%	68.6000		68.600		
TOTAL COOKED COST							\$239.88	
Loss factor packaging stage				67.9140	1.00%	0.686	\$2.40	Cost/lb.
							\$242.28	\$3.57
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$35.67	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
Total Packaging Cost							\$40.22	
TOTAL FINAL COST PER BAG							\$40.22	
Freight			\$0.00					
14.5 oz bag			\$3.72	\$40.22				
Labor to pack			\$0.25				\$232.08	\$4.78
Pouch				\$40.22				
Label							\$232.08	
Overhead			\$0.50					
Commission				\$122.20			\$293.28	\$5.86
SZ			\$0.31					
Total Cost			\$4.78	\$81.98			\$61.20	\$1.08
Profit per 10 lb. bag								18.47%
Net profit							\$61.20	

All Natural Barbacoa Costing - Carne Asada - 3 oz

Cost of Beef per pound

29-Sep-17

100 lbs per batch

\$3.20

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$3.2000	100	2.00%	98	\$326.53	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$331.48	
Stage 2—Spice								
Brown Sugar	Costco	26-Jun-15	\$0.420	17.00	0.50%	17.085	\$7.18	
Apple Juice	Sam's	15-Mar-16	\$0.330	13.33	0.50%	13.397	\$4.42	
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44	
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95	
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05	
Total Spice Cost			\$5.27	48.66		48.905	\$45.04	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						146.905	\$385.72	
Stage 3—Screening								
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						146.905	\$417.93	0.167
Stage 4—Cooked Product								
Smokehouse Yield		60.00%		58.8000		58.800		
TOTAL COOKED COST							\$417.93	
Loss factor packaging stage				58.2120	1.00%	0.588	\$4.18	Cost/lb.
							\$422.11	\$7.25
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$72.51	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
Total Packaging Cost							\$77.06	
TOTAL FINAL COST PER BAG							\$77.06	
Freight			\$0.00					
14.5 oz pouch			\$7.05	\$77.06				
Labor to pack			\$0.25				\$232.08	\$8.12
Pouch				\$77.06				
Label							\$232.08	
Overhead			\$0.51					
Commission				\$122.20			\$293.28	\$8.66
SZ			\$0.31					
Total Cost			\$8.12	\$45.14			\$61.20	\$0.54
Profit per 10 lb. bag								6.20%
Net profit							\$61.20	

All Natural Barbacoa Costing - Sweet N Spicy Pork - 14.5 oz

Cost of Pork per pound

17-May-17

100 lbs per batch

\$1.45

Rate/Hr

12.50

Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat			\$1.4500	100	2.00%	98	\$147.96	hours
Labor (Slicing)				98			\$4.13	0.330
Labor (QC per lb.)							\$0.00	0.000
Labor (Cleaning, 1 hour, 600 pounds)							\$0.83	0.066
TOTAL MEAT						98	\$152.91	
Stage 2—Spice								
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37	
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75	
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44	
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95	
Came Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05	
Total Spice Cost			\$5.29	48.66		48.905	\$45.56	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83	0.066
TOTAL STAGE 1 & 2						146.905	\$207.67	
Stage 3—Screening								
Labor (Screening & Ready for Packaging)	SC-20191						\$26.00	hours
Labor (Smoke House Operator)							\$4.13	2.08
Labor (Clean room, equipment)							\$2.09	0.33
TOTAL STAGE 1, 2, & 3						146.905	\$239.88	0.167
Stage 4—Cooked Product								
Smokehouse Yield		70.00%		68.6000		68.600		
TOTAL COOKED COST							\$239.88	
Loss factor packaging stage					1.00%	0.686	\$2.40	Cost/lb.
				67.9140			\$242.28	\$3.57
Stage 5—Final Product								
Packaging Materials:				10 lbs. per bag			\$35.67	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00	
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11	
Labels			\$0.0005	5.0000			\$0.17	
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00	
Net Total							\$4.26	
Total Packaging Cost							\$40.22	
TOTAL FINAL COST PER BAG							\$40.22	
Freight			\$0.00					
14.5 oz bag			\$3.72	\$40.22				
Labor to pack			\$0.25				\$232.08	\$4.78
Pouch				\$40.22				
Label							\$232.08	
Overhead			\$0.50					
Commission				\$122.20				
SZ			\$0.31				\$293.28	\$5.86
Total Cost			\$4.78	\$81.98				
Net profit							\$61.20	\$1.08
								18.47%

COST PER 10 LB Bag

FINAL COST PER 10 pound bag

Profit per 10 lb. bag